



## STAFF REPORT

**Report To:** Board of Supervisors                      **Meeting Date:** August 5, 2021  
**Staff Contact:** Carol Akers, Purchasing & Contracts Administrator and Fire Chief Sean Slamon

**Agenda Title:** For Possible Action: Discussion and possible action regarding a proposed purchase for the Carson City Fire Department of two units that monitor and defibrillate patients from ZOLL Medical Corporation (“ZOLL”) for an amount not to exceed \$66,247.40. (Carol Akers, cakers@carson.org and Sean Slamon, sslamon@carson.org)

Staff Summary: These two monitor/defibrillator units would be for Fire Department Ambulances. If approved, the Fire Department’s existing units, which are more than five years old, will be used as backup units for rescue and training. The two new units are offered at a discount and would be funded through the Fire Department’s approved capital improvement budget for Fiscal Year (“FY”) 2022.

**Agenda Action:** Formal Action / Motion                      **Time Requested:** Consent

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### Proposed Motion

I move to approve the purchase as requested.

### Board's Strategic Goal

Efficient Government

### Previous Action

None

### Background/Issues & Analysis

These new monitor/defibrillator units will replace two ZOLL units that are more than 5 years old. The older ZOLL monitor/defibrillator units will be used as backup for rescue and for training. The current training and backup units won't continue to be used, as they no longer have industry parts or labor support.

Fire Department staff are already well-trained on the use of ZOLL monitor/defibrillator units, the new units would be compatible with all or most of the Fire Department’s existing accessories for monitor/defibrillator units, and the new units will be compatible with the Fire Department’s record-keeping software.

ZOLL has offered a 27% discount on these units because the Fire Department is a member of the Lake Tahoe Regional Fire Chief’s Association.

### Applicable Statute, Code, Policy, Rule or Regulation

NRS 332.115(1)(d)

### Financial Information

Is there a fiscal impact? Yes

If yes, account name/number: Ambulance Fund / Equipment: 5012525-507775

Is it currently budgeted? Yes

**Explanation of Fiscal Impact:** Two new replacement X Series Manual Monitor/Defibrillators and accessories at \$33,123.70 each requested and approved through the Capital Improvement Budget for FY22. The available budget is \$473,437.

**Alternatives**

Do not approve purchase and provide direction to staff.

**Attachments:**

[Carson City Fire Department389100Version 1 .pdf](#)

**Board Action Taken:**

Motion: \_\_\_\_\_

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_

Aye/Nay

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
(Vote Recorded By)



**ZOLL Medical Corporation**

Worldwide HeadQuarters  
 269 Mill Rd  
 Chelmsford, Massachusetts 01824-4105  
 (978) 421-9655 Main  
 (800) 348-9011  
 (978) 421-0015 Customer Support  
 FEDERAL ID#: 04-2711626

**TO: Carson City Fire Department**  
 777 South Stewart Street  
 Carson City, NV 89701

Attn: **Sandy Wartgow BSN,RN**  
**EMS Manager**

email: [swartgow@carson.org](mailto:swartgow@carson.org)

Tel: 775-283-7193

**QUOTATION 389100 V:1**

DATE: July 06, 2021

TERMS: Net 30 Days

FOB: Shipping Point

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2221111-01	<p><b>X Series @Advanced Manual Monitor/Defibrillator</b>            with 4 trace tri-mode display monitor/ defibrillator/ printer, comes with Real CPR Help®, TBI Dashboard™, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth cellular modem capable) USB data transfer capable and large 6.5"(16.5cm) diagonal screen, full 12 ECG lead view with both dynamic and static 12-lead mode display.</p> <p><b>Accessories Included:</b></p> <ul style="list-style-type: none"> <li>• MFC cable</li> <li>• MFC CPR connector</li> <li>• A/C power adapter/ battery charger</li> <li>• A/C power cord</li> <li>• One (1) roll printer paper</li> <li>• 6.6 Ah Li-ion battery</li> <li>• Declaration of Conformity</li> <li>• Operator's Manual</li> <li>• Quick Reference Guide</li> </ul> <p>• <b>One (1)-year EMS warranty</b></p> <p><b>Advanced Options:</b>  <b>Real CPR Help Expansion Pack</b>            CPR Dashboard quantitative depth and rate in real time, release indicator, interruption</p>	2	\$41,774.25	\$30,495.20	\$60,990.40 *

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <http://www.zoll.com/GTC> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

Kimberly Tanner  
 Account Executive  
 916-798-7644

1. DELIVERY WILL BE MADE 60-90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID FOR 60 DAYS.
3. APPLICABLE TAX, SHIPPING & HANDLING WILL BE ADDED AT THE TIME OF INVOICING.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
5. **FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO [ESALES@ZOLL.COM](mailto:ESALES@ZOLL.COM).**
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING [www.zollwebstore.com](http://www.zollwebstore.com).



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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		timer, perfusion performance indicator (PPI) • See - Thru CPR artifact filtering  <b>ZOLL Noninvasive Pacing Technology:</b>  <b>BVM:</b> Real BVM Help: Dashboard provides real-time ventilation feedback on both volume and rate, for intubated and non-intubated patients. • AccuVent Cable included • Order Accuvent disposable sensors separately  <b>Masimo Pulse Oximetry</b>  <b>SP02</b> • Signal Extraction Technology (SET) • Rainbow SET <b>NIBP Welch Allyn includes:</b> • Smartcuff 10 foot Dual Lumen hose • SureBP Reusable Adult Medium Cuff  <b>End Tidal Carbon Dioxide monitoring (ETCO2)</b> <b>Oridion Microstream Technology:</b> Order required Microstream tubing sets separately  <b>Interpretative 12- Lead ECG:</b> • 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set				

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2	8000-0330	SpO2 Rainbow Reusable Patient Cable: Connects to LNCS Single Use and Reusable Sensors (4 ft)	2	\$303.85	\$206.50	\$413.00	*
3	8000-0294	SpO2 LNCS Adult Reusable Sensor (1 each)	2	\$303.85	\$206.50	\$413.00	*
4	8000-0580-01	Six hour rechargeable Smart battery	4	\$519.75	\$346.50	\$1,386.00	**
5	8900-0400	<b>CPR stat*padz</b> HVP Multi-Function CPR Electrodes - 8 pair/case	1	\$605.64	\$420.00	\$420.00	*
6	8000-000393-01	X Series Carry Case, Premium	2	\$715.85	\$350.00	\$700.00	**
7	8000-001128	AccuVent Sensors (10/box)	4	\$643.75	\$481.25	\$1,925.00	**
<p>*Reflects Lake Tahoe Regional Fire Chiefs Association Contract Pricing.</p> <p>**Reflects Discount Pricing.</p>							
						<b>TOTAL</b>	<b>\$66,247.40</b>

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